

Message Text

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21

ORIGIN OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 IGA-01 COME-00

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DRAFTED BY OPIC BONNY M. HENDERSON

APPROVED BY EB/OFD/OIA:RJSMITH

AF/W:WRAMSEY

EB/IFD/OA:DHSTEBBINGS

OPIC/F:HLFREEMEN

OPIC/I:GCOOPER

AFW:JSEGARS

AF/W:HWALKER

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R 212253Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY DAKAR

AMEMBASSY ABIDJAN

AMEMBASSY MONROVIA

AMEMBASSY FREETOWN

AMEMBASSY LAGOS

INFO AMEMBASSY ACCRA

UNCLAS STATE 040179

E.O. 11652: NA

TAGS: EGIN

SU: WEST AFRICAN BRIEFINGS

REF: STATE 34896(NOTAL)

1. AS PART OF OPIC'S AFFIRMATIVE BUSINESS DEVELOPMENT AMONG THE
LEAST DEVELOPED COUNTRIES, OPIC PLANS A SERIES OF BRIEFINGS ON THE
OPER-
ATIONS OF ITS PROGRAMS IN CERTAIN COUNTRIES OF WEST AFRICA IN APRIL.
APPRECIATE FIELD CONCURRENCE ON MEETINGS AND ON TIMING AS SET FORTH
BELOW.

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2. BRIEFING WOULD INCLUDE VERY DETAILED PRESENTATIONS WITH VISUAL

AIDS

ON HOW OPIC'S POLITICAL RISK INSURANCE AND PROJECT FINANCING PROGRAMS ACTUALLY OPERATE. VISUAL AIDS WILL INCLUDE SLIDES, BOTH IN ENGLISH AND

IN FRENCH, THE OPIC ANNUAL REPORT IN ENGLISH AND FRENCH, AND OTHER MATERIALS TRANSLATED INTO FRENCH. THE PURPOSE OF THE BRIEFINGS WOULD BE TO IDENTIFY VIABLE PROJECTS AT VARIOUS STATES, INCLUDING PROJECTS WHERE LOCAL PARTNER NEEDS AMERICAN JOINT VENTURERS.

3. OPIC IS ATTEMPTING TO REACH FOUR DISTINCT AUDIENCES INCLUDING THE U.S. MISSION IN THE COUNTRY, HOST GOVERNMENT OFFICIALS CONCERNED WITH FOREIGN INVESTMENT, LOCAL BUSINESSMEN WITH VIABLE PROJECTS DESIROUS OF AMERICAN PARTNERS, AND RESIDENT AMERICAN INVESTORS WHO MAY HAVE EXPANSION PLANS.

WHILE OPIC POLITICAL RISK INSURANCE IS SOMEWHAT KNOWN, VERY LITTLE IS KNOWN ABOUT OPIC FINANCING FACILITIES AND PROJECT IDENTIFICATION AND PROJECT BROKERING ACTIVITIES. BRIEFING WILL INCLUDE NOT ONLY DESCRIPTION OF NUTS AND BOLTS OF INSURANCE AND FINANCING BUT ALSO MODES

OF PROJECT DEVELOPMENT ACTIVITIES BY OPIC.

4. BRIEFINGS WILL BE CONDUCTED BY GEORGE COOPER, OPIC VICE PRESIDENT FOR INSURANCE, AND BONNY HENDERSON, OPIC SUPERVISOR FOR AFRICA FINANCE PROGRAMS AND PERHAPS ONE OR TWO OTHER OPIC REPRESENTATIVES.

5. OPIC ALSO INTENDS TO HAVE A REPRESENTATIVE REMAIN IN EACH COUNTRY AFTER THE BRIEFING FOR APPROXIMATELY TWO WEEKS FOR IN-DEPTH FOLLOW-UP WORK WHILE PRINCIPAL TEAM MOVES TO NEXT BRIEFING. ALSO, OPIC EXPECTS TO SEND REPRESENTATIVE TO HELP IN ADVANCE PLANNING AND ADVANCE WORK FOR EACH BRIEFING.

6. TYPICAL DESIRED FORMAT WOULD INCLUDE SEPARATE BRIEFINGS FOR U.S. MISSION PERSONNEL ON FIRST DAY AND SEPARATE BRIEFING ON SECOND DAY FOR HOST COUNTRY OFFICIALS AND BOTH RESIDENT AMERICAN INVESTORS AND LOCAL INVESTORS. SESSIONS MAY BE HELD IN HOTEL MEETING ROOM (OPIC EXPENSE) OR AT EMBASSY AND GOVERNMENT OFFICES. OBJECT IS TO ENABLE MAXIMUM GIVE AND TAKE; OPIC PRESENTATIONS WILL INCLUDE SLIDES, EXAMPLES ON BLACKBOARDS, AND HANDOUTS. OPIC DESIRES PARTICIPATION BY BOTH TOP OFFICIALS AND WORKING

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LEVEL STAFF IN ALL MEETINGS. IF POSSIBLE AND DESIRABLE, MORE THAN ONE LOCAL AGENCY MIGHT BE INVITED TO THE SAME SESSION. ALSO APPOINTMENTS COULD BE MADE FOR PRIVATE MEETINGS TO DISCUSS SPECIFIC PROJECTS DURING THE TWO-DAY BRIEFINGS AND AFTER WITH THE OPIC REPRESENTATIVE REMAINING IN COUNTRY. IN SIERRA LEONE BRIEFINGS WOULD BE CONDENSED TO ONE DAY BECAUSE OF TIME CONSIDERATIONS. APPRECIATE FROM EACH POST THINKING ON BEST FORMAT FOR THAT COUNTRY.

7. FOR ABIDJAN AND DAKR, BRIEFINGS WITH LOCAL GROUPS WILL BE IN FRENCH SIMULTANEOUS TRANSLATION OR INTERPRETERS REQUESTED AT OPIC EXPENSE HOWEVER, TO INSURE MAXIMUM PARTICIPATION.

8. REQUEST ADDRESSEE CONCURRENCE PROPOSED SCHEDULE.

APRIL 5 SAT-LV: NEW YORK 6:PM RK
APRIL 6 SUN-ARR: DAKAR 6:15 AM
MON AND TUES BRIEFINGS DAKAR

APRIL 9 WED-LV:DAKAR 8:45 AM PA
ARR: MONROVIA 10:35 AM
WED AND THURS BRIEFINGS MONROVIA

APRIL 11 FRI LV: MONROVIA 9:00 AM AIR LIBERIA
ARR: FREETOWN 10:10 AM
FRIDAY BRIEFINGS FREETOWN

APRIL 12 SAT LV: FREETOWN 1:35 PM NIGERIA AIR
ARR: ABIDJAN 4:10 PM
MON AND TUES BRIEFINGS ABIDJAN

APRIL 16 WED LV: ABIDJAN 10:15 AM
ARR: LAGOS 3:20 PM
THURS AND FRI BRIEFINGS LAGOS

APRIL 19 LV: LAGOS 8:05 PM PA
ARR: JFK 5:30 AM

9. PER PARA FIVE, OPIC OFFICER WILL REMAIN IN EACH COUNTRY FOR IN-DEPTH STUDY INVESTMENT OPPORTUNITIES FOLLOWING BRIEFINGS. FIRST UNCLASSIFIED

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SUCH STUDY BEING UNDERTAKEN IN GHANA IN MARCH. OFFICERS WILL PREPARE FULLY IN U.S. BEFORE THE VISIT BY STUDYING DEVELOPMENT PLAN AND ECONOMIC

STUDIES AVAILABLE FROM IBRD, DOC AND AID, AND DISCUSSING THE COUNTRY WITH KNOWLEDGEABLE BANKERS, OFFICIALS AND U.S. BUSINESS-PEOPLE. DURING STAY, OFFICER SHOULD TRAVEL OUT OF CAPITAL CITY TO SEE INVESTMENT AREAS, INDUSTRIAL ZONES, AND EXISTING PROJECTS WHICH MAY BE EXPANDING. OFFICER GOING TO NIGERIA DIRECTS OPIC'S PROGRAM FOR CONSTRUCTION CONTRACTORS AND WILL BE LOOKING PRINCIPALLY FOR BUSINESS IN THAT INDUSTRY AMONG U.S. CONSTRUCTION FIRMS. IN OTHER COUNTRIES, OPIC DESIRES SPECIFIC WELCOME BY LOCAL DEVELOPMENT BANK OR MIN COMM INDUSTRY OF VISIT AND WILLINGNESS TO SHARE INFORMATION WITH OFFICER ON POSSIBLE PROJECTS, EXPANSION OF SUCCESSFUL U.S.-LOCAL JOINT VENTURES, AS WELL-REGARDED LOCAL

FIRMS DESIRING EXPANSION OR START-UP VENTURES WITH U.S. FIRMS.
PROJECTS MOST LIKELY TO INTEREST U.S. FIRMS ARE THOSE GROWING, MAN-
UFACTURING OR PROCESSING LOCAL RESOURCES FOR EXPORT. OPIC'S PUR-
POSE IS NOT TO INFLATE LOCAL EXPECTATIONS OF U.S. INVESTMENT, BUT TO
FIND VIABLE REPEAT VIABLE PROJECT OPPORTUNITIES; PARTICULARLY THOSE
BEYOND THE PIE-IN-THE-SKY STAGE.
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